

Index: Volume 28

Index by Author

Barnes, Louis B. and Mark P. Kriger
The Hidden Side of Organizational Leadership
Fall 1986, Vol. 28, No. 1, pp. 15-25

Bartlett, Christopher A. and Sumantra Ghoshal
Managing across Borders: New Strategic Requirements
Summer 1987, Vol. 28, No. 4, pp. 7-17

Bernardin, H. John and Richard W. Beatty
Can Subordinate Appraisals Enhance Managerial Productivity?
Summer 1987, Vol. 28, No. 4, pp. 63-73

Dearden, John
The Withering Away of the IS Organization
Summer 1987, Vol. 28, No. 4, pp. 87-91

de Kluyver, Cornelis A. and Edgar A. Pessemier
Benefits of a Marketing Budgeting Model: Two Case Studies
Fall 1986, Vol. 28, No. 1, pp. 27-38

Farley, John U., Barbara Kahn,
Donald R. Lehmann, and William L. Moore
Modeling the Choice to Automate
Winter 1987, Vol. 28, No. 2, pp. 5-15

Gelb, Betsy D. and Gabriel M. Gelb
New Coke's Fizzle—Lessons for the Rest of Us
Fall 1986, Vol. 28, No. 1, pp. 71-76

Ghoshal, Sumantra and Seok Ki Kim
Building Effective Intelligence Systems for Competitive Advantage
Fall 1986, Vol. 28, No. 1, pp. 49-58

Hammer, Michael and Glenn E. Mangurian
The Changing Value of Communications Technology
Winter 1987, Vol. 28, No. 2, pp. 65-71

Haspeslagh, Philippe C. and David B. Jemison
Acquisitions—Myths and Reality
Winter 1987, Vol. 28, No. 2, pp. 53-58

Hrebiniaik, Lawrence G. and William F. Joyce
The Strategic Importance of Managing Myopia
Fall 1986, Vol. 28, No. 1, pp. 5-14

Joy, O. Maurice
Hunting the Stock Market Snark
Spring 1987, Vol. 28, No. 3, pp. 17-24

Kim, W. Chan
Competition and the Management of Host Government Intervention
Spring 1987, Vol. 28, No. 3, pp. 33-39

La Belle, Antoinette and H. Edward Nyce
Whither the IT Organization?
Summer 1987, Vol. 28, No. 4, pp. 75-85

Lele, Milind M.
How Service Needs Influence Product Strategy
Fall 1986, Vol. 28, No. 1, pp. 63-70

Lieberman, Marvin B.
Strategies for Capacity Expansion
Summer 1987, Vol. 28, No. 4, pp. 19-27

Liker, Jeffrey K., David B. Roitman, and Ethel Roskies
Changing Everything All at Once: Work Life and Technological Change
Summer 1987, Vol. 28, No. 4, pp. 29-47

Lorange, Peter and Robert T. Nelson
How to Recognize—and Avoid—Organizational Decline
Spring 1987, Vol. 28, No. 3, pp. 41-48

Lucas, Henry C., Jr.
Utilizing Information Technology: Guidelines for Managers
Fall 1986, Vol. 28, No. 1, pp. 39-47

McGowan, William G.
What Business Are We Really In? The Question Revisited
Fall 1986, Vol. 28, No. 1, pp. 59-62

Meredith, Jack R. and Marianne M. Hill
Justifying New Manufacturing Systems: A Managerial Approach
Summer 1987, Vol. 28, No. 4, pp. 49-61

Oliva, Terence A., Diana L. Day, and Wayne S. DeSarbo
Selecting Competitive Tactics: Try a Strategy Map
Spring 1987, Vol. 28, No. 3, pp. 5-15

Sloan
Management
Review

85

Fall 1987

Index
86
Volume 28

- Quelch, John A., Scott A. Neslin, and Lois B. Olson
Opportunities and Risks of Durable Goods Promotion
Winter 1987, Vol. 28, No. 2, pp. 27-38
- Samli, A. Coskun, Kristian Palda, and A. Tansu Barker
Toward a Mature Marketing Concept
Winter 1987, Vol. 28, No. 2, pp. 45-51
- Samuelson, Susan
The Entrepreneurial In-House Lawyer
Winter 1987, Vol. 28, No. 2, pp. 59-64
- Schuster, Michael
Gain Sharing: Do It Right the First Time
Winter 1987, Vol. 28, No. 2, pp. 17-25
- Shea, Gregory P. and Richard A. Guzzo
Group Effectiveness: What Really Matters?
Spring 1987, Vol. 28, No. 3, pp. 25-31
- Slavich, Denis M.
Grassroots Privatization—The Management Challenge
Spring 1987, Vol. 28, No. 3, pp. 55-61
- Sullivan, Cornelius H., Jr., and John R. Smart
Planning for Information Networks
Winter 1987, Vol. 28, No. 2, pp. 39-44
- Tidwell, Gary L.
Here's a Tip—Know the Rules of Insider Trading
Summer 1987, Vol. 28, No. 4, pp. 93-98
- Ziemke, M. Carl and James K. McCollum
A Message to Detroit—Bridge the Gap in Mechanical Innovation
Spring 1987, Vol. 28, No. 3, pp. 49-54
- Philippe C. Hespelagh and David B. Jemison
Winter 1987, Vol. 28, No. 2, pp. 53-58
- Building Effective Intelligence Systems for Competitive Advantage*
Sumantra Ghoshal and Seok Ki Kim
Fall 1986, Vol. 28, No. 1, pp. 49-58
- Grassroots Privatization—The Management Challenge*
Denis M. Slavich
Spring 1987, Vol. 28, No. 3, pp. 55-61
- How Service Needs Influence Product Strategy*
Milind M. Lele
Fall 1986, Vol. 28, No. 1, pp. 63-70
- How to Recognize—and Avoid—Organizational Decline*
Peter Lorange and Robert T. Nelson
Spring 1987, Vol. 28, No. 3, pp. 41-48
- Justifying New Manufacturing Systems: A Managerial Approach*
Jack R. Meredith and Marianne M. Hill
Summer 1987, Vol. 28, No. 4, pp. 49-61
- Managing across Borders: New Strategic Requirements*
Christopher A. Bartlett and Sumantra Ghoshal
Summer 1987, Vol. 28, No. 4, pp. 7-17
- Selecting Competitive Tactics: Try a Strategy Map*
Terence A. Oliva, Diana L. Day, and Wayne S. DeSarbo
Spring 1987, Vol. 28, No. 3, pp. 5-15
- The Strategic Importance of Managing Myopia*
Lawrence G. Hrebinak and William F. Joyce
Fall 1986, Vol. 28, No. 1, pp. 5-14
- Strategies for Capacity Expansion*
Marvin B. Lieberman
Summer 1987, Vol. 28, No. 4, pp. 19-27
- What Business Are We Really In? The Question Revisited*
William G. McGowan
Fall 1986, Vol. 28, No. 1, pp. 59-62
- Financial Management*
Hunting the Stock Market Snark

O. Maurice Joy
Spring 1987, Vol. 28, No. 3, pp. 17-24

Acquisitions—Myths and Reality
Philippe C. Hespelagh and David B. Jemison
Winter 1987, Vol. 28, No. 2, pp. 53-58

Human Resource Management and Industrial Relations

Can Subordinate Appraisals Enhance Managerial Productivity?

H. John Bernardin and Richard W. Beatty
Summer 1987, Vol. 28, No. 4, pp. 63-73

Changing Everything All at Once: Work Life and Technological Change

Jeffrey K. Liker, David B. Roitman, and Ethel Roskies
Summer 1987, Vol. 28, No. 4, pp. 29-47

Gain Sharing: Do It Right the First Time

Michael Schuster
Winter 1987, Vol. 28, No. 2, pp. 17-25

Group Effectiveness: What Really Matters?

Gregory P. Shea and Richard A. Guzzo
Spring 1987, Vol. 28, No. 3, pp. 25-31

International Business

Competition and the Management of Host Government Intervention

W. Chan Kim
Spring 1987, Vol. 28, No. 3, pp. 33-39

Grassroots Privatization—The Management Challenge

Denis M. Slavich
Spring 1987, Vol. 28, No. 3, pp. 55-61

Managing across Borders: New Strategic Requirements

Christopher A. Bartlett and Sumantra Ghoshal
Summer 1987, Vol. 28, No. 4, pp. 7-17

Leadership and Organization Studies

Group Effectiveness: What Really Matters?
Gregory P. Shea and Richard A. Guzzo
Spring 1987, Vol. 28, No. 3, pp. 25-31

The Hidden Side of Organizational Leadership

Louis B. Barnes and Mark P. Kriger
Fall 1986, Vol. 28, No. 1, pp. 15-25

How to Recognize—and Avoid—Organizational Decline

Peter Lorange and Robert T. Nelson
Spring 1987, Vol. 28, No. 3, pp. 41-48

The Strategic Importance of Managing Myopia

Lawrence G. Hrebiniak and William F. Joyce
Fall 1986, Vol. 28, No. 1, pp. 5-14

Management Information Systems

The Changing Value of Communications Technology

Michael Hammer and Glenn E. Mangurian
Winter 1987, Vol. 28, No. 2, pp. 65-71

Planning for Information Networks

Cornelius H. Sullivan, Jr., and John R. Smart
Winter 1987, Vol. 28, No. 2, pp. 39-44

Utilizing Information Technology: Guidelines for Managers

Henry C. Lucas, Jr.
Fall 1986, Vol. 28, No. 1, pp. 39-47

Management of Technology and Innovation

Changing Everything All at Once: Work Life and Technological Change

Jeffrey K. Liker, David B. Roitman, and Ethel Roskies
Summer 1987, Vol. 28, No. 4, pp. 29-47

The Changing Value of Communications Technology

Michael Hammer and Glenn E. Mangurian
Winter 1987, Vol. 28, No. 2, pp. 65-71

Justifying New Manufacturing Systems: A Managerial Approach

Jack R. Meredith and Marianne M. Hill
Summer 1987, Vol. 28, No. 4, pp. 49-61

A Message to Detroit—Bridge the Gap in Mechanical Innovation

M. Carl Ziemke and James K. McCollum
Spring 1987, Vol. 28, No. 3, pp. 49-54

Planning for Information Networks

Cornelius H. Sullivan, Jr., and John R. Smart
Winter 1987, Vol. 28, No. 2, pp. 39-44

Utilizing Information Technology: Guidelines for Managers

Sloan
Management
Review

87

Fall 1987

Index
88
Volume 28

- Henry C. Lucas, Jr.**
Fall 1986, Vol. 28, No. 1, pp. 39-47
- Whither the IT Organization?**
Antoinette La Belle and H. Edward Nyce
Summer 1987, Vol. 28, No. 4, pp. 75-85
- The Withering Away of the IS Organization**
John Dearden
Summer 1987, Vol. 28, No. 4, pp. 87-91
- Marketing**
Benefits of a Marketing Budgeting Model: Two Case Studies
Cornelis A. de Kluyver and Edgar A. Pessemier
Fall 1986, Vol. 28, No. 1, pp. 27-38
- How Service Needs Influence Product Strategy*
Milind M. Lele
Fall 1986, Vol. 28, No. 1, pp. 63-70
- Modeling the Choice to Automate*
John U. Farley, Barbara Kahn,
Donald R. Lehmann, and William L. Moore
Winter 1987, Vol. 28, No. 2, pp. 5-15
- New Coke's Fizzle—Lessons for the Rest of Us*
Betsy D. Gelb and Gabriel M. Gelb
Fall 1986, Vol. 28, No. 1, pp. 71-76
- Opportunities and Risks of Durable Goods Promotion*
John A. Quelch, Scott A. Neslin, and
Lois B. Olson
Winter 1987, Vol. 28, No. 2, pp. 27-38
- Toward a Mature Marketing Concept**
A. Coskun Samli, Kristian Palda, and
A. Tansu Barker
Winter 1987, Vol. 28, No. 2, pp. 45-51
- Operations Management and Research**
A Message to Detroit—Bridge the Gap in Mechanical Innovation
M. Carl Ziemke and James K. McCollum
Spring 1987, Vol. 28, No. 3, pp. 49-54
- Justifying New Manufacturing Systems: A Managerial Approach*
Jack R. Meredith and Marianne M. Hill
Summer 1987, Vol. 28, No. 4, pp. 49-61
- Modeling the Choice to Automate*
John U. Farley, Barbara Kahn,
Donald R. Lehmann, and William L. Moore
Winter 1987, Vol. 28, No. 2, pp. 5-15
- Planning and Control Systems**
The Strategic Importance of Managing Myopia
Lawrence G. Hrebiniaik and William F. Joyce
Fall 1986, Vol. 28, No. 1, pp. 5-14
- Service Sector Management**
The Entrepreneurial In-House Lawyer
Susan Samuelson
Winter 1987, Vol. 28, No. 2, pp. 59-64
- How Service Needs Influence Product Strategy*
Milind M. Lele
Fall 1986, Vol. 28, No. 1, pp. 63-70
-

